

PATENT

Serial No.: 09/160,991
Filed: September 25, 1998
Group Art Unit: 3724
Examiner: Hwei-Sui Payer
Applicant: Zhang et al.
Title: CUTTING DIE AND METHOD OF FORMING
Attr. Docket: BERL-18A

Assistant Commissioner for Patents
Washington, D.C. 20231

Sir:

**DECLARATION OF COMMERCIAL SUCCESS
UNDER 37 C.F.R. '1.132**

I, Roy Saunders, hereby state and declare the following:

I am Section Manager of Glad Products, Amhurst Division. I have been in the employ of Glad Proodcts or its predecessor in interest since 1991, and in my present capacity since 1996. Glad Products is a leading manufacturer in the world of Garbage Bag Products. Glad Products, Amhurst Division is presently using a cutting die having the name of Handle Tie Product and product name Large Kitchen purchased from Bernal Technologies for cutting our Garbage Bag Products. These cutting dies produced by Bernal Technologies are superior to other cutting dies currently available in the market.

By using this die, we have experienced a significantly longer operating life, before repair for worn blades is required, than with any prior cutting die we have used. The commercial impact of this extended wear life is of significant financial and temporal importance. Repeated cutting of our paperboard products by the cutting die blades inevitably wears the blades over time. The worn blades can be repaired to restore them to a shape and sharpness suitable for cutting our product, but this is a very expensive procedure. Once the blades of a cutting die in

our plant are worn, we have to dismantle the die and install a replacement die to be used while the repair of the blades is being performed. Thus, we require two cutting dies to ensure near continuous plant operation. The repair process is a difficult and time consuming endeavor. There is, consequently, an unavoidable downtime in the plant to make the switch between cutting dies, and thus a reduction in plant output. This translates to a loss of revenue. To repair the worn blades, the die must be loaded onto a truck and transported to a repair facility, repaired, and then returned to our plant. The repair operation thus not only causes downtime in the plant to switch the dies, but also requires a great deal of time and cost to transport and perform the repair.

With prior cutting dies, the dies would require repair every 10 million revolutions, on average. With the new cutting die provided by Bernal Technologies, the die requires repair only every 100-200 million revolutions. Thus, we have experienced a wear life of the blades that is 10 to 20 fold greater than cutting dies we have previously used. As a result, we can operate the cutting die 10 to 20 times longer before the plant must experience downtime for switching the dies. The frequency with which we must endure the loss of productivity of the plant and the expense and time of transporting and repairing cutting dies with worn blades is thus significantly reduced. The longer useful life of the blades translates into a huge cost savings for our plant.

Due to the significant impact this cutting die has had on our productivity and repair costs, we have determined that only this new type of cutting die from Bernal Technologies is to be purchased and installed in our plant. Other products are to our knowledge far inferior to this cutting die provided by Bernal Technologies. In my opinion, this die represents a significant advancement in cutting die technology, and fulfills a long felt need for increased wear life that no prior die was able to achieve to such an extent.

Further Declarant sayeth naught.

I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true and further that these statements were made with knowledge that willful false statements and the like may jeopardize the validity of the application.

Date: _____

Name of Declarant

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